

## Message Text

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ACTION AGR-10

INFO OCT-01 EUR-12 EA-09 NEA-10 ISO-00 EB-07 COME-00 STR-04

L-03 /056 W

----- 058045

R 280751Z FEB 76

FM USINT BAGHDAD

TO SECSTATE WASHDC 2901

INFO USMISSION EC BRUSSELS

AMEMBASSY DAMASCUS

USLO PEKING

UNCLAS BAGHDAD 0278

E.O. 11652: N/A

TAGS: EAGR, EPAP, BTIO, IZ

SUBJECT: TENDER FOR 5,000 TONS FROZEN CHICKEN

REF: STATE 031109 (NOTAL)

1. USINT HAS SPOKEN WITH ONE SENIOR AND NUMBER OF MID-LEVEL GOI MINISTRY OF AGRICULTURE (MINAG) OFFICIALS IN EFFORT DEVELOP DATA REQUESTED REFTEL. ALL SOURCES DECLINED GIVE PRICES OF RECENT WINNING CONTRACTS SUPPLY FROZEN CHICKEN TO MINAG'S GENERAL POULTRY COMPANY ON GROUNDS THAT SUCH INFORMATION IN HANDS OF POTENTIAL US SUPPLIERS WOULD WORK TO MINAG'S DISADVANTAGE IN FUTURE PROCUREMENTS.

2. BEST RECENT INFORMATION ON PRICES EMERGED DURING TELEVISION INTERVIEW WITH MINISTRY OF INDUSTRIES TAHA AL-JAZRAWI FEBRUARY 23. SPEAKING OF GOVERNMENT'S EFFORTS HOLD DOWN COSTS TO CONSUMER, MINISTER MENTIONED THAT FROZEN CHICKEN WILL CONTINUE TO RETAIL AT PRICE OF 17\$ CENTS PER KILOGRAM ALTHOUGH GOVERNMENT IS PAYING AVERAGE OF 200 TO 204 CENZS PER KILOGRAM FOR IMPORTED FROZEN CHICKEN.

3. ONE KNOWLEDGEABLE SOURCE IN MINAG VOLUNTEERED INFORMATION THAT US IS PRICE-COMPETITIVE WITH EEC IN ALL RESPECTS EXCEPT FREIGHT. ADDED THAT PRICE IS NOT ALWAYS DECISIVE, INSTANCING UNCLASSIFIED

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MASSIVE IRAQI CONSUMER RESISTANCE IN PAST THREE MONTHS TO

CHINESE (PRC) FROZEN CHICKEN WHICH HAD APPARENTLY BEEN FED EXCESSIVE AMOUNTS OF FISH MEAL. CONSUMER PREFERENCES, HE ADDED, WILL CLEARLY BE TAKEN INTO CONSIDERATION IN FUTURE PROCUREMENT.

4. USINT WOULD APPRZEIATZSCONFIRMATION THAT ONE OR MORE US POULTRY ASSOCIATIONS HAVE MOUNTED CONCERTED EFFORT SELL IN IRAQ. KEY IRAQI DECISION-MAKERS ARE FEW AND THOROUGHLY PROFESSIONAL. MARKET IS LARGE. IF ASSOCIATIONS OR INDIVIDUAL US COMPANIES WISH TO GIVE USINT A RANGE OF LIKELY PRICES, WE CAN TAKE INFORMAL SOUNDING WITH MINAG BUYERS TO SEE WHETHER TENTATIVE PRICES WOULD BE COMPETITIVE ENOUGH TO JUSTIFY US FIRMS INVESTING TIME AND EFFORT REQUIRED TO PREPARE FORMAL BID.  
WILEY

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## Message Attributes

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**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
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**Copy:** SINGLE  
**Draft Date:** 28 FEB 1976  
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**Disposition Action:** n/a  
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**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
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